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Message Text

UNCLASSIFIED

PAGE 01 ISLAMA 01579 130352Z

21
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W
---------- 062947
R 121020Z FEB 76
FM AMEMBASSY ISLAMABAD
TO SECSTATE WASHDC 4118
INFO AMCONSUL KARACHI
AMCONSUL LAHORE

UNCLAS ISLAMABAD 1579
E.O. 11652: N/A
TAGS: BENC, PK
SUBJECT: MAJOR PROJECT : FAUJI FERTILIZER
REF: STATE 27179
FAUJI HAS ADVISED US THAT BIDS WERE SOLICITED FROM 6 GROUPS FOR THE DESIGN/ENGINEERING CONTRACT FOR THE FAUJI/AGRICO FERTILIZER PROJECT. THE 6 GROUPS ARE FOSTER WHEELER CORP, IN A JOINT VENTURE WITH UHDE (GERMAN), TOYO ENGINEERING (JAPAN), FLUOR (US), CHEMICO PROCESS PLANTS COMPANY (US), M.W. KELLOGG (US, BUT POSSIBLY INVOLVING A BRITISH SUBSIDIARY) AND SNAM PROGETTI (ITALY). FINALS BIDS HAVE NOT YET BEEN SUBMITTED. THE DEADLINE FOR BIDS HAS NOW BEEN EXTENDED TO MARCH 20. FAUJI SOURCES HAVE STATED, HOWEVER, THAT THEY DID NOT EXPECT FLUOR OR CHEMICO TO MAKE IT ALL THE WAY THROUGH THE BIDDIG PROCESS. TWO OF THE REMAINING FIRMS, KELLOGG AND SNAM PROGETTI BOTH HAVE BEEN INVOLVED IN PLANNING FERTILIZER PLANTS IN PAKISTAN. KELLOGG DESIGNED THE DAWOOD HERCULES PLANT AND THE ESSO PLANT AND SNAM PROGETTI ISDESIGNING THE NEW PLANT TO BE CONSTRUCTED AT MIRPUR MATHELO. THIS WOULD SUGGEST THAT BOTH OF THESE FIRMS ARE PROBABLY IN A STRONG COMPETITIVE POSITION. EMBSSY WILL CONTINUE TO FOLLOW THIS.
LUPPI

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Disposition Approved on Date:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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